

MANA KAI - MAUI RESORT

NEWSLETTER

VISIT WWW.MANAKAI.ORG TO VIEW MINUTES, MEMOS,
NEWSLETTERS, AND BOARD CONTACT INFO. Where our purpose and
mission is to Preserve, Protect and Enhance the Mana Kai.

ALOHA OWNERS AT MANA KAI MAUI,

We had very productive meetings. Discussing topics such as financials, priority projects, improvements, commercial tenant concerns, building and property management and maintenance.

Three board members were up for re-election, Mark Jackson, Gary Young and Cliff Mitchell. Mark and Gary were re-elected and Don Dill was elected in Cliff's place. Congratulations to Mark, Gary and Don. We wish Cliff well and thank him for his contributions to this board for two years. As we have expressed over and over, the make-up of your board is crucial to the health of the Mana Kai. All it takes is dedication and some management or business background. We urge you all to consider a position when elections arise.

Next year four board members, Scott Miller, Roby Ogan, David Heilbrun and Carol Perry are up for re-election. We will report in April as to which candidates are planning to run again and which may be stepping down. Contact Scott or Carol if you have intentions of running! Refresh the legacy!



BOARD of DIRECTORS

Scott Miller, President

Mark Jackson, Vice Pres.

Roby Ogan, Treasurer

Carol Perry, Secretary

David Heilbrun, Director

Gary Young, Director

Don Dill, Director

PRESIDENT'S CORNER - SCOTT MILLER

I'm proud to report that we are in especially good shape. We completed some big projects and made major improvements. For years we have talked about upgrading the 5 Palms patio cover. The AOA and King Hussein who provided materials and oversight to the project, at his cost, plus the permitting and design executed by 5 Palms owner, Simon Vojdani, together created a terrific patio cover. Owners and guests have testified to a distinct reduction in noise and love the look of the new finish.



Doug Ray our General Manager provides the cohesive structure for the Board.

He is our anchor here at the Mana Kai, and provides onsite help to security, guests, building maintenance, contractors etc.

He is at the heart of all our discussions concerning upgrades, overhauls, replacements, and repairs.

He did another outstanding job during the tsunami alert in October, working until

after midnight! Clearly Doug has earned his nickname Mr. ManaKai and once

again our gratitude goes out to an individual who always goes the extra mile!



One of the boards most important jobs is to carefully watch our expenditures. To this end we have a remarkable treasurer in, Roby Ogan to set our course through these complex waters. Every year his keen sense of duty has guided us on a path of fiscal responsibility. Our capital improvements study which goes out 20 years is the ruler to help us chart the course of improvements and maintenance. We focus on about a five year window at a time and yearly readjust as needed.

We have completed many scheduled improvements you are well aware of in the last several years such as the installing new water heaters, upgrading the building electrical system, remodeling the lobby, redoing the pool and landscaping all around the building. Not to mention all the unexpected costs such as termite damage control, plumbing problems, fire hydrant contingencies etc. We are at a point today where we would like to take a breath and rebuild our savings. Because many 'B' unit jalousie windows are leaking and not shutting properly we cannot put off replacement of all jalousies any longer. To pay for this expensive project we expect an assessment of about \$3-4K per unit. Please contact Doug if you have already replaced your jalousies recently. When the bids are in, we will contact all owners.

CAPITAL IMPROVEMENTS AND LANDSCAPING

CAPITAL IMPROVEMENTS—

Mark, Doug and the Hotel group have worked all year on getting the bugs out of the wi-fi and getting better reception in the 'B' units. We are nearly completed.

David and Gary are designing and getting bids for a permanent B-B-Q area. A low walled enclosure will house 2 - 3 grills built in with lighting and refuse bins.

Gary and Scott have worked diligently in the very important preparing and negotiating of leases with our commercial tenants.

Gary has had a terrific team install a video surveillance system here at Mana Kai. This will help to keep MKM a safer facility. Cameras are mounted throughout the lobby, corridors, and parking areas.

David, Gary and Don are working on the newest project to replace all the jalousie louvered windows in the 'B' units. If you were ever thinking of installing air conditioning now would be the time to do it as units with window mounted A/C units require the jalousies to be specially cut out.

Landscape News----

Most of the landscape work has been completed. The results are stunning and guests have given lots of great feedback. The new lawn is like a carpet. Expanding the shower area and adding a large bench helps navigate guests in and out much better. The neat and clean trash area is much more inviting. New Tiki torches, ground lighting and solid trex paths provide safer walking for guests. There are a few areas still to address in the next year or two. Beefed up plantings around large new street sign and inner sign. Create better access from the ramp at the far rear corner of Zack's Deli out onto the grass. Repair or replace the shower tower which gets so much daily use. And finally we would like to line the drive in with palm trees. Landscape crew Island Plant does a great job maintaining the new paspalum lawn, planting, pruning trees, raking, watering, mowing and fertilizing.



COMMERCIAL TENANT REPORTING

Our relationship to our commercial tenants is facilitated by our managing agents at Destination Maui. All tenants report continued prosperity and pleasure with our working relations. The tenants collectively contribute about \$600K in rent a year which keeps the owner fees down and affords the board a better ability to maintain the building and grounds. We have our biggest tenant the 5 Palms dining room and Zack's Deli. The Hotel Association which manages about half the units at MKM using the front desk to welcome guests. They have a large staff of housekeepers, maintenance, marketers, reservationists and accountants. And for activities we have Ricky with the Surf Shack renting paddle boards, snorkel equipment and more. We have Marie and Tracy at the Hawaiian Activities desk helping plan tours, sightseeing, golf etc. And we have Deni Yoga downstairs to keep you fit and trim while here. We thank all our tenants in their service to the needs of our guests and owners!



MANA KAI MAUI RESORT • 2960 S. KIHEI RD. • KIHEI, HI 96753
 DESTINATION MAUI - MANAGING AGENTS - 841 ALUA ST., SUITE 102, WAILUKU, MAUI,
 HI 96793 (808) 244-9021 KELLY YOUNG, AGENT

FUN TIMES AT OWNERS DINNER AND RHA ACTIVITIES

We ate, drank and celebrated yet another year at the Owners Annual Dinner at the pool. But that was not all. The Resort Hotel Association put on a fabulous luau show, and hosted their first annual Golf Tournament open to ALL Owners and family. They expect an even bigger turnout next year when we celebrate our 40th anniversary of the MKM. While some were golfing another group toured the Tedeschi Winery on Ulupalakua Ranch in upcountry. We will be preparing all year for the 40th festivities for next year so make your reservations early. We are including lots of pictures for your amusement, even a picture of 2 little trick-or-treaters who came knocking!



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MAHALO

The Board will formally meet again on April 24th, 25th, and 26th. Next year's 40th Anniversary will be celebrated during the annual Owners meeting, Saturday November 2nd 2013.



In case you ever wondered what topics we consider at our meetings, here is an example of the types of items Doug can bring to the table for discussion. Some items may fall under contingency funding and others from reserves. Not everything on the list will be done, and many get pushed out, this is only to give a sense of what the board grapples with.

Reserve replacement projects - Elevator maintenance proposals - Civil defense evacuation staging areas - Handicap parking - Pool salt system - Surf Shack lease extension - Maui FoodBank - Lava Wall art - Custodial services inhouse or contracted - Beach towel issue - Lanai outlets - Paint building - Paint east/west entrance doors - Replace elevator tower smoke vents - Install elevator surveillance cameras - Tile replacement on lobby steps - Pool bottom tile replacement - Energy monitor computer - Jalousie window replacements - Reupholster lobby furniture - Replace Arica palms with Hau trees - Landscape around new BBQ area with lighting - Beefed up landscape plan around street sign and inner sign - lounge chair repair/replace - emergency generator - Convert electric water heat to gas - water heater backup - Remodel mezzanine space for office use - Asphalt seal and repair - Asphalt striping - Gravel parking lot regrade add gravel - Walkway carpet replacement - Pump/Motor solar - Storage tank tempering valve - HVAC system basement rooms - Lanai sliders - Trash chute repairs - Waterfall pumps - Canopies on activities booth - Pool pumps - Wood fencing water/sewer area - New lease Yoga Studio.....



NEWS FLASH!!!

We are trying an experiment for this issue of the Newsletter. We are going to send it via email if we have one on file that is a valid address. You can then print it off your computer if desired.

Otherwise a hardcopy will be mailed to you. There will also be a copy on the website for viewing.

This is a cost savings measure.